

Message Text

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ACTION AF-05

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FM AMEMBASSY LAGOS

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PASS MEPD

E.O. 11652 N/A

TAGS: ENGR, BPRO, NI

SUBJ: ENERGY: PROCON INTEREST IN NIGERIAN PERTROCHEMICAL
PROJECTS

REF: LAGOS 1239

LATEST IN SERIES OF EMBASSY CONTACTS WITH PROCON SUBSIDIARY OF
UNIVERSAL OIL PRODUCTS CO. (UOP) TOOK PLACE FEBRUARY 25.
PROCON REP (UK NATIONAL) MADE FOLLOWING COMMENTS:

1. SECOND REFINERY PROJECT (REF STATE 031539, LAGOS 1530):
PROCON TURNED DOWN SEPARATE OFFERS FROM PETRO-CHEMI (FRENCH)
AND A GERMAN FIRM TO SUBMIT JOINT PROPOSALS, HAS JUST DELIVERED
PREQUALIFICATION DOCUMENTS TO MMP. IF SUCCESSFUL, PROJECT WILL
PROBABLY BE CARRIED OUT BY PROCON GREAT BRITAIN RATHER THAN
US PARENT. PROCON ALREADY IN CONTACT WITH UK AND FRENCH BANKS
RE EXPORT FINANCING. UNLESS DICTATED BY TIED-FINANCING,
PROCUREMENT WOULD BE ON BASIS PRICE AND AVAILABILITY WITHOUT
REGARD TO NATIONAL ORIGIN.

2. LNG (REF LAGOS 0833, STATE 028509): PROCON HAS CONTRIBUTED
T TENNECO PROPOSAL. PROCON REP UNDERSTANDS FOSTER WHEELER,
RALPH PARSONS, AND BROWN AND ROOT ARE WORKING
WITH SHELL-BP, AND BECHTEL WITH GULF (SEE LAGOS A-210).
(EMBASSY UNDERSTANDS THAT PHILLIPS/AGIP PROPOSAL HAS RELIED ON
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IN-HOUSE CAPABILITIES AND IS THEREFORE INDEPENDENT OF ANY

CONTRUCTOR.)

3. PETROCHEMICAL TECHNICAL SALES SEMINAR (REF LAGOS 1181, 1309):
SEMINAR IDEA AIRED WITH PROCON REP. HE OBSERVED THAT MAJOR US
FIRMS WITH CAPABILITIES THESE FIELDS HAD EXPLORED NIGERIAN
POSSIBILITIES, AND LIKE PROCON, SEVERAL HAD SUBMITTED PROPOSALS
OF THEIR OWN OR IN ASSOCIATION WITH OTHER FIRMS. HE EXPRESSED
CONCERN THAT PROMOTION WHICH INTRODUCED NEW COMPETITORS COULD
COMPLICATE SITUATION AND ERODE POSITION PROCON AND OTHERS HAD
SPENT TIME AND MONEY TO BUILD UP. SO FAR AS PROCON AND OTHERS
ALREADY INTERESTED IN NIGERIA CONCERNED, HE THOUGHT THEIR SUCCESS
DEPENDENT NOW PRIMARILY ON THEIR OWN EFFORTS.
REINHARDT

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